

Financial Statements

A GIFT FOR TEACHING, INC.

June 30, 2020

A GIFT FOR TEACHING, INC.

Financial Statements

June 30, 2020

(With Independent Auditor's Report Thereon)

A GIFT FOR TEACHING, INC.

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Independent Auditor's Report

The Board of Directors
A Gift For Teaching, Inc.:

We have audited the accompanying financial statements of A Gift For Teaching, Inc., which comprise the statement of financial position as of June 30, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of A Gift For Teaching, Inc. as of June 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the A Gift For Teaching, Inc.'s 2019 financial statements, and our report dated August 23, 2019, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Schaefer, Tschoy, Whitcomb, Mitchell & Shuilen, LLP

Maitland, Florida
September 9, 2020

A GIFT FOR TEACHING, INC.

Statements of Financial Position

June 30, 2020 and 2019

Assets

	<u>2020</u>	<u>2019</u>
Cash	\$ 501,591	368,041
Investments (note 3)	-	52,866
Pledges receivable (note 4)	98,545	121,941
Inventory (note 8)	4,729,361	3,333,704
Furniture, equipment, and instruments, net (note 5)	319,923	366,786
Beneficial interest in assets held by Central Florida Foundation, Inc. (note 6)	<u>12,806</u>	<u>13,107</u>
Total assets	<u>\$ 5,662,226</u>	<u>4,256,445</u>

Liabilities and Net Assets

Accounts payable and accrued expenses	\$ 3,088	5,826
Payroll protection program loan (note 7)	<u>143,960</u>	<u>-</u>
Total liabilities	147,048	5,826
Contingency (note 11)		
Net assets:		
Without donor restrictions	5,238,699	3,924,579
With donor restrictions:		
Purpose (note 9)	263,673	312,933
Perpetual (note 6)	<u>12,806</u>	<u>13,107</u>
Total net assets	<u>5,515,178</u>	<u>4,250,619</u>
Total liabilities and net assets	<u>\$ 5,662,226</u>	<u>4,256,445</u>

See accompanying notes to financial statements.

A GIFT FOR TEACHING, INC.

Statement of Activities

Year ended June 30, 2020

(With summarized comparative information for the year ended June 30, 2019)

	2020			2019 Total
	Without Donor Restrictions	With Donor Restrictions		
		Purpose	Perpetual	Total
Revenue and support:				
Contributions and grants	\$ 646,568	202,304	-	848,872
Contributed goods and facilities (note 8)	300,000	-	-	300,000
Contributed store inventory (note 8)	8,800,993	-	-	8,800,993
Special events, less direct benefit to donors of \$65,775	134,451	-	-	134,451
Investment income	2,104	-	(301)	1,803
Net assets released from restrictions (note 10)	251,564	(251,564)	-	-
Total revenue and support	10,135,680	(49,260)	(301)	10,086,119
Expenses:				
Program services	8,416,110	-	-	8,416,110
General and administrative	223,424	-	-	223,424
Development	182,026	-	-	182,026
Total expenses	8,821,560	-	-	8,821,560
Change in net assets	1,314,120	(49,260)	(301)	1,264,559
Net assets, beginning of year	3,924,579	312,933	13,107	4,250,619
Net assets, end of year	\$ 5,238,699	263,673	12,806	4,250,619

See accompanying notes to financial statements.

A GIFT FOR TEACHING, INC.

Statement of Functional Expenses

Year ended June 30, 2020
(With summarized comparative information for the year ended June 30, 2019)

	Program Services			Supporting Services			2019 Total Expenses
	A Gift for Music	Store	Total	General and Administrative	Development	Total	
\$							
Bad debt expense	-	-	-	-	5,000	5,000	5,000
Bank service charge	-	2,193	2,193	2,153	-	2,153	4,346
Dues and subscriptions	1,000	2,600	3,600	1,062	100	1,162	4,762
Equipment	-	4,653	4,653	-	-	-	4,653
Insurance	3,371	-	3,371	19,370	-	19,370	22,741
Licenses and permits	-	432	432	530	-	530	962
Marketing and public relations	119	-	119	-	-	-	3,584
Meeting expense	5,478	126	5,604	3,579	3,465	7,044	10,792
Miscellaneous	-	306	306	47	-	47	353
Office supplies	79	836	915	1,674	1,650	3,324	4,239
Payroll and benefits	115,379	369,680	485,059	153,305	166,773	320,078	805,137
Pickup and delivery	-	16,926	16,926	-	-	-	16,926
Postage	-	-	-	793	719	1,512	1,512
Printing	997	-	997	2,014	1,596	3,610	4,607
Professional fees	1,984	11,390	13,374	7,435	480	7,915	21,289
Donated merchandise (note 8)	-	7,405,336	7,405,336	-	-	-	7,405,336
Recognition	-	-	-	744	120	864	864
Occupancy	3,000	297,000	300,000	28,493	-	28,493	328,493
Repairs	-	12,526	12,526	1,060	-	1,060	13,586
Travel	2,702	496	3,198	1,165	514	1,679	4,877
Purchased inventory	-	109,957	109,957	-	-	-	109,957
Instruments and music supplies	401	280	681	-	-	-	681
Total expenses before depreciation	134,510	8,234,737	8,369,247	223,424	182,026	405,450	8,774,697
Depreciation	-	46,863	46,863	-	-	-	46,863
Total expenses	\$ 134,510	\$ 8,281,600	\$ 8,416,110	\$ 223,424	\$ 182,026	\$ 405,450	\$ 8,821,560
							10,238,798

See accompanying notes to financial statements.

A GIFT FOR TEACHING, INC.

Statements of Cash Flows

Years ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities:		
Change in net assets	\$ 1,264,559	1,105,184
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	46,863	49,778
Donated inventory	(1,395,657)	(1,231,218)
Changes in operating assets and liabilities:		
Pledges receivable	23,396	(35,350)
Assets held by the Central Florida Foundation	301	(259)
Accounts payable and accrued expenses	(2,738)	(3,685)
	<u>(63,276)</u>	<u>(115,550)</u>
Cash used in operating activities		
Cash flows from investing activities:		
Proceeds from sale (purchase of) investments	<u>52,866</u>	<u>(315)</u>
Cash provided by (used in) investing activities	<u>52,866</u>	<u>(315)</u>
Cash flows from financing activities:		
Proceeds from payroll protection program loan	<u>143,960</u>	<u>-</u>
Cash provided by financing activities	<u>143,960</u>	<u>-</u>
Net change in cash	133,550	(115,865)
Cash at beginning of year	<u>368,041</u>	<u>483,906</u>
Cash at end of year	<u>\$ 501,591</u>	<u>368,041</u>

See accompanying notes to financial statements.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

June 30, 2020 and 2019

(1) **Organization and Summary of Significant Accounting Policies**

(a) **Organization and Purpose**

A Gift For Teaching, Inc. (the "Organization") was formed as a not-for-profit corporation under the laws of the State of Florida and has obtained recognition of its tax-exempt status under Section 501(c)(3) of the Internal Revenue Code. A Gift For Teaching, Inc. was formed to ensure that students and classrooms in Central Florida have the basic tools for learning by transferring, at no cost, the community's surplus supplies and merchandise into the hands of teachers and school children in need. In addition to the A Gift For Teaching Free Store in Orlando where teachers shop, the Organization provides support and supplies to Free Stores in Osceola county which are operated by the local public school foundations. Approximately 20% of product is distributed through this Free Store. Additionally, included in these financial statements are the accounts for A Gift for Music. A Gift for Music provides access to musical instruments and instruction to inner city students at no charge to the students.

(b) **Basis of Accounting**

The accompanying financial statements are presented on the accrual basis and represent the financial position and results of operations of the Organization.

The Organization prepares its financial statements on an entity wide basis, focusing on the organization as a whole. Net assets and revenue, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

- Net assets without donor restrictions---Net assets that are not subject to donor-imposed stipulations and, therefore, available for use in general operations.
- Net assets with donor restrictions---Some donors impose restrictions that are temporary in nature, for example, stipulating that resources be used after a specified date, for particular programs or services, or to acquire buildings or equipment. Other donor-imposed restrictions that are perpetual in nature, for example, stipulating that resources be maintained in perpetuity. Laws may extend those limits to investment returns from those resources and to other enhancements (diminishments) of those resources. Thus, those laws extend donor-imposed restrictions.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(1) **Organization and Summary of Significant Accounting Policies (Continued)**

(c) **Cash and Cash Equivalents**

The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

(d) **Unconditional Promises to Give**

Unconditional promises to give, less an allowance for uncollectible accounts, are recognized as revenues in the period received. Pledges are discounted, using a market discount rate, to present value for collections expected in future years. Accretion of the discount in subsequent years is also recorded as contribution revenue.

(e) **Furniture, Equipment and Instruments**

Furniture, equipment and instruments are recorded at cost or estimated value at the date of purchase or contribution. Expenditures for repairs and maintenance are expensed as incurred. Assets are being depreciated using the straight-line method over various estimated useful lives ranging from three to seven years. The Organization has a capitalization threshold of \$500.

(f) **Donor Restricted and Unrestricted Revenue and Support**

Contributions received are recorded as without donor restrictions or with donor restrictions, depending on the existence and/or nature of any donor restrictions.

Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(1) **Organization and Summary of Significant Accounting Policies (Continued)**

(g) **Income Taxes**

A Gift For Teaching, Inc. is exempt from federal income tax under provision of Section 501(c)(3) of the Internal Revenue Code. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Code. Consequently, no provision for income taxes has been included in the accompanying financial statements.

In accordance with "Income Taxes" FASB Accounting Standards Codification Topic 740 (Topic 740), all entities are required to evaluate and disclose income tax risks. Topic 740 clarifies the accounting for uncertainty in tax positions and prescribes guidance related to the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. The tax benefit from an uncertain tax position is only recognized in the statement of financial position if the tax position is more likely than not to be sustained upon an examination, based on the technical merits of the position. Interest and penalties, if any, are included in expenses in the statement of activities. As of June 30, 2020, the Organization had no uncertain tax positions that qualify for recognition or disclosure in the financial statements.

The Organization's income tax returns are subject to review and examination by federal authorities. The Organization is not aware of any activities that would jeopardize its tax-exempt status. The Organization is not aware of any activities that are subject to tax on unrelated business income, excise or other taxes. The tax returns for the fiscal years ended from 2017 to 2019 are open to examination by federal authorities.

(h) **Beneficial Interest In Assets Held By Community Foundation**

The Organization has an interest in the Central Florida Foundation (CFF) which carries investments in marketable securities with readily determinable fair values and all investments in debt securities are at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(1) **Organization and Summary of Significant Accounting Policies (Continued)**

(i) **Concentration of Credit Risks**

The Organization places its cash and cash equivalents on deposit with financial institutions in the United States. The Federal Deposit Insurance Corporation (FDIC) provides for insurance on deposits in the amount of \$250,000 per depositor and fully insures deposits held in non-interest-bearing transaction accounts regardless of amount. During the year, the Organization from time to time may have had amounts on deposit in excess of the insured limits. Management believes the associated risk is minimized by placing such assets with quality financial institutions. The Organization has not experienced any losses on such accounts.

(j) **Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(k) **Functional Allocation of Expenses**

The costs of providing the program and supporting services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the program and supporting services benefited.

(l) **Prior Year Comparative Data**

The financial statements include certain prior year summarized comparative information. This information has been presented in order to provide an understanding of changes in the Organization's financial position and activities. The prior year information in the statement of activities is presented in total but not by net asset class and, as such, does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. In addition, certain amounts have been reclassified in order to conform with the current year's presentation.

(m) **Subsequent Events**

In preparing these financial statements, the Organization has evaluated subsequent events and transactions for potential recognition and disclosure through September 9, 2020 which is the date the financial statements were available to be issued.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(2) **Liquidity and Availability**

As of June 30, 2020, the Organization has \$358,835 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditure. Financial assets subject to donor or other restrictions that make them unavailable for general expenditure within one year of the balance sheet date were \$241,301 as of June 30, 2020. The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

The following table reflects the Organization's financial assets as of June 30, 2020 reduced by amounts that are not available to meet general expenditures within one year of the statement of financial position date.

Cash and cash equivalents	\$ 501,591
Pledges receivable	<u>98,545</u>
Total financial assets	600,136
Less:	
Restricted cash	(232,893)
Pledges due beyond one year	<u>(8,408)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 358,835</u>

(3) **Investments**

Investments at June 30, 2019 consist of certificates of deposit maturing within one year.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(4) Pledges Receivable

Pledges receivable, net of discount to present value (at a rate of 3%) and allowance for uncollectible contributions are as follows:

	2020	2019
Receivable in less than one year	\$ 90,137	109,297
Receivable in one to five years	13,222	17,772
	103,359	127,069
Less discount to present value	(814)	(1,128)
	102,545	125,941
Less: allowance for uncollectible contributions	(4,000)	(4,000)
Pledges receivable, net	\$ 98,545	121,941

The discount will be recognized as contribution income as the discount is amortized using an effective yield over the duration of the pledge.

(5) Furniture, Equipment and Instruments

At June 30, 2020 and 2019, furniture, equipment and instruments consisted of the following:

	2020	2019
Computers and Software	\$ 21,972	21,972
Equipment and fixtures	35,718	35,718
Instruments	67,824	67,824
Leasehold improvements	840,880	840,880
Vehicle	103,144	103,144
	1,069,538	1,069,538
Less: accumulated depreciation	(749,615)	(702,752)
	\$ 319,923	366,786

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(6) Beneficial Interest in Assets Held by Central Florida Foundation

The Organization has transferred funds to CFF to establish a fund, which is considered component funds of CFF. The terms of the fund agreement with CFF provide, among other things, that distributions are subject to CFF's policies. The Organization may recommend distribution from certain funds at any time; however, all recommendations are solely advisory and may be accepted or rejected by CFF. At the time of the transfers, the Organization granted variance power to CFF. That power gives CFF the right to modify or eliminate any restrictions, limitation or condition on the distribution of funds, including their use for any specified purposes or their distribution to specific organizations.

The fund is presented in the statements of financial position as beneficial interests in assets held by CFF and are considered Level 3 financial instruments, as they are pooled into various investment funds held by CFF.

(7) Paycheck Protection Program (PPP) Loan

In April 2020, the Organization applied for and received a loan in the amount of \$143,960 pursuant to the Paycheck Protection Program (PPP) established by the Federal Coronavirus Aid, Relief, and Economic Security (CARES) Act to provide relief in connection with the coronavirus pandemic. The note bears interest at 1% and is subject to a payment deferral period of six months. However, the note and related interest are subject to forgiveness when the proceeds of the loan are used to fund payroll and other allowable expenses as defined by the PPP. As of June 30, 2020, the Organization incurred \$131,539 of qualifying expenditures. The Organization has not yet applied to have the loan forgiven and there is no assurance that such request will be granted. Therefore, the loan in the amount of \$143,960 is presented on the accompanying statement of financial position.

(8) Donated Goods and Facilities

Donated merchandise is recorded at fair market value at the time of receipt.

Contributed use of facilities, leasehold improvements, and equipment are recorded at fair value at the date of the donation.

Contributed services are reported as contributions at their fair market value if such services create or enhance nonfinancial assets, or would have been purchased if not provided by donation, require specialized skills, and are provided by individuals possessing such specialized skills.

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(8) Donated Goods and Facilities (Continued)

On August 31, 2004, the Organization entered into an Agreement to Use and Occupy Portion of Warehouse with the Orange County Public School System (“OCPS”). The Agreement provides the Organization with a facility to consolidate all of its retail, warehouse, and administrative operations for a minimum period of 25 years. The Organization has no lease payments related to this agreement. The estimated value of this agreement of \$300,000 for each of the years ended June 30, 2020 and 2019, has been recorded as contributed goods and services and occupancy cost in the accompanying statements of activities and functional expenses. The lease may be terminated at any time by OCPS provided that the Organization is reimbursed for its unamortized leasehold improvements as disclosed in note 4.

A substantial number of unpaid volunteers have made significant contributions of their time toward the mission and vision of A Gift For Teaching. The value of this contributed time is not reflected in these statements since it is not susceptible to objective measurement of valuation. A summary of donated items included in revenue and support in the accompanying statements of activities and changes in net assets is as follows:

	2020	2019
Donated use of facilities and equipment	\$ 300,000	300,000
Donated merchandise	8,800,993	10,059,856
Total donated use of facilities and merchandise	\$ 9,100,993	10,359,856

Inventory is valued at estimated fair market value at the time of donation. Inventory levels at June 30, 2020 and 2019 are determined based on a physical count of all items and fluctuate based on the timing of donated product received and the timing of goods distributed.

	2020	2019
Inventory at beginning of year	\$ 3,333,704	2,102,486
Donated product received	8,800,993	10,059,856
Value of product distributed	(7,405,336)	(8,828,638)
	\$ 4,729,361	3,333,704

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(8) **Donated Goods and Facilities (Continued)**

Financial Surplus Explanation:

Because the vast majority of our operations consist of accumulating and distributing donated goods, our annual surplus (deficit), or change in net assets, is influenced by the timing of the receipt and disbursement of these goods and products. In fiscal years 2020 and 2019, the Organization received a large quantity of product, just prior to our year end. This resulted in a significant increase in inventory on hand, contributions, and change in net assets. Additionally, the distribution of products was disrupted in the fourth quarter of fiscal year 2020 due to school and business closures caused by the Coronavirus.

(9) **Net Assets with Donor Restrictions**

Net assets with donor restrictions are available for the following purposes or periods at June 30:

	<u>2020</u>	<u>2019</u>
Purpose restrictions:		
Gift for Music	\$ 115,211	151,808
Backpacks	-	9,000
Art Programs	38,234	38,095
Big School House maintenance	30,648	30,648
Technology	48,800	48,974
Community responsiveness	-	2,662
	<u>232,893</u>	<u>281,187</u>
For periods after June 30	30,780	31,746
	<u>\$ 263,673</u>	<u>312,933</u>

A GIFT FOR TEACHING, INC.

Notes to Financial Statements

(10) Net Assets Released From Restrictions

Net assets are released from donor restrictions when expenses are incurred to satisfy the restricted purposes or by occurrence of other events as specified by the donors as follows:

	2020	2019
Purpose restriction accomplished:		
Gift for Music	\$ 138,140	160,073
Backpacks	53,994	60,243
Technology	5,374	5,684
Art Programs	45,428	48,679
Direct Connect Locker	-	3,259
Disaster relief	-	23,752
Community responsiveness	2,662	7,338
	245,598	309,028
Time restriction expired on pledges receivable	5,966	9,997
	\$ 251,564	319,025

(11) Subsequent Event - Coronavirus Pandemic

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) originated in Wuhan, China and has since spread to other countries, including the United States. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. In addition, multiple jurisdictions in the United States have declared a state of emergency. It is anticipated that the effects of the pandemic will continue for some time. With respect to the Organization's operations, future potential impacts may include disruptions or restrictions on our employees' ability to work or on our membership's and supporter's ability to pay. Changes to the operating environment may increase operating costs. Additional effects may include the ability of donors to continue making donations as a result of job loss, overall economic slowdown or other pandemic related issues. The ultimate outcome of these matters on the Organization cannot be determined at this time.